

41

L Number	Hits	Search Text	DB	Time stamp
2	10	((matrix or matrices) SAME outsourc\$6	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/10/25 13:04
3	19	(value ADJ chain\$2) SAME outsourc\$6	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/10/25 13:04
4	5	((value ADJ chain\$2) SAME outsourc\$6) AND (matrix or matrices)	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/10/25 13:04
5	5	((value ADJ chain\$2) SAME outsourc\$6) AND (matrix or matrices)) not ((matrix or matrices) SAME outsourc\$6)	USPAT; US-PGPUB; EPO: JPO; DERWENT; IBM_TDB	2004/10/25 13:04

Your SELECT statement is:  
s value()chain()sourcing()methodology()strategy

Items	File
-----	-----
Examined	50 files
Examined	100 files
Examined	150 files
Examined	200 files
Examined	250 files
Examined	300 files
Examined	350 files
Examined	400 files
Examined	450 files
Examined	500 files
Examined	550 files

No files have one or more items; file list includes 564 files.

✓ Your SELECT statement is:  
s business()requirements()development()process

	Items	File
	-----	-----
Processing		
	Examined 50 files	
	Examined 100 files	
Processing		
	Examined 150 files	
	Examined 200 files	
	Examined 250 files	
	Examined 300 files	
	Examined 350 files	
	Examined 400 files	
	Examined 450 files	
	Examined 500 files	
	Examined 550 files	

No files have one or more items; file list includes 564 files.

Your SELECT statement is:

s (shaw()pittman?) and ((global()sourcing) or  
(business()process()outsourcing))

Dialog  
10/25/04

Items	File
-----	-----
2	9: Business & Industry(R)_Jul/1994-2004/Oct 22
6	13: BAMP_2004/Oct W3
8	15: ABI/Inform(R)_1971-2004/Oct 25
14	16: Gale Group PROMT(R)_1990-2004/Oct 25
14	20: Dialog Global Reporter_1997-2004/Oct 25
3	47: Gale Group Magazine DB(TM)_1959-2004/Oct 25
2	75: TGG Management Contents(R)_86-2004/Oct W3
Examined 50 files	
3	88: Gale Group Business A.R.T.S._1976-2004/Oct 21
1	111: TGG Natl.Newspaper Index(SM)_1979-2004/Oct 22
Examined 100 files	
15	148: Gale Group Trade & Industry DB_1976-2004/Oct 15
5	211: Gale Group Newsearch(TM)_2004/Oct 25
Examined 150 files	
4	275: Gale Group Computer DB(TM)_1983-2004/Oct 25
Examined 200 files	
Examined 250 files	
Examined 300 files	
3	484: Periodical Abs Plustext_1986-2004/Oct W3
Examined 350 files	
1	545: Investext(R)_1982-2004/Oct 24
1	570: Gale Group MARS(R)_1984-2004/Oct 25
Examined 400 files	
5	610: Business Wire_1999-2004/Oct 24
6	613: PR Newswire_1999-2004/Oct 25
11	621: Gale Group New Prod.Annou.(R)_1985-2004/Oct 25
2	647: CMP Computer Fulltext_1988-2004/Oct W3
10	649: Gale Group Newswire ASAP(TM)_2004/Oct 18
Examined 450 files	
Examined 500 files	
1	745: Investext(R) PDF Index_1999--2004/Oct W4
1	810: Business Wire_1986-1999/Feb 28
1	813: PR Newswire_1987-1999/Apr 30
Examined 550 files	
9	991: NewsRoom 2004 Jan 1-2004/Jun 30
7	992: NewsRoom 2003
5	993: NewsRoom 2002
2	995: NewsRoom 2000

27 files have one or more items; file list includes 562 files.

Set	Items	Description
S1	142	(SHAW()PITTMAN?) AND ((GLOBAL() SOURCING) OR (BUSINESS() PRO- CESS()OUTSOURCING))
S2	53	RD (unique items)
S3	17	S2 NOT PY>2002 <i>Kurt</i>
File	9:	Business & Industry(R) Jul/1994-2004/Oct 22 (c) 2004 The Gale Group
File	13:	BAMP 2004/Oct W3 (c) 2004 The Gale Group
File	15:	ABI/Inform(R) 1971-2004/Oct 25 (c) 2004 ProQuest Info&Learning
File	16:	Gale Group PROMT(R) 1990-2004/Oct 25 (c) 2004 The Gale Group
File	20:	Dialog Global Reporter 1997-2004/Oct 25 (c) 2004 The Dialog Corp.
File	47:	Gale Group Magazine DB(TM) 1959-2004/Oct 25 (c) 2004 The Gale group
File	75:	TGG Management Contents(R) 86-2004/Oct W3 (c) 2004 The Gale Group
File	88:	Gale Group Business A.R.T.S. 1976-2004/Oct 21 (c) 2004 The Gale Group
File	111:	TGG Natl.Newspaper Index(SM) 1979-2004/Oct 22 (c) 2004 The Gale Group
File	148:	Gale Group Trade & Industry DB 1976-2004/Oct 15 (c) 2004 The Gale Group
File	211:	Gale Group Newsearch(TM) 2004/Oct 25 (c) 2004 The Gale Group
File	275:	Gale Group Computer DB(TM) 1983-2004/Oct 25 (c) 2004 The Gale Group
File	484:	Periodical Abs Plustext 1986-2004/Oct W3 (c) 2004 ProQuest
File	545:	Investext(R) 1982-2004/Oct 24 (c) 2004 Thomson Financial Networks
File	570:	Gale Group MARS(R) 1984-2004/Oct 25 (c) 2004 The Gale Group
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File	649:	Gale Group Newswire ASAP(TM) 2004/Oct 18 (c) 2004 The Gale Group
File	745:	Investext(R) PDF Index 1999--2004/Oct W4 (c) 2004 Thomson Fin. Networks
File	810:	Business Wire 1986-1999/Feb 28 (c) 1999 Business Wire
File	813:	PR Newswire 1987-1999/Apr 30 (c) 1999 PR Newswire Association Inc
File	991:	NewsRoom 2004 Jan 1-2004/Jun 30 (c) 2004 The Dialog Corporation
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File	993:	NewsRoom 2002 (c) 2004 The Dialog Corporation
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		<u>Nov 13, 1999</u>	<u>Aug 18, 2000</u>	<u>Mar 02, 2001</u>	<u>Jun 04, 2002</u>	<u>Feb 15, 2003</u>		
			<u>Oct 18, 2000</u>	<u>Mar 09, 2001</u>	<u>Jun 05, 2002</u>	<u>Feb 16, 2003</u>		
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			<u>Dec 09, 2000</u>	<u>May 16, 2001</u>	<u>Sep 23, 2002</u>	<u>Mar 29, 2003</u>		
				<u>Jul 22, 2001</u>	<u>Sep 25, 2002</u>	<u>Apr 21, 2003</u>		
				<u>Sep 25, 2001</u> *	<u>Sep 28, 2002</u>	<u>Apr 25, 2003</u>		
				<u>Nov 07, 2001</u>	<u>Sep 30, 2002</u>	<u>May 01, 2003</u>		
					<u>Nov 26, 2002</u>	<u>May 24, 2003</u>		
					<u>Nov 27, 2002</u>	<u>May 25, 2003</u>		
					<u>Nov 28, 2002</u>	<u>May 26, 2003</u>		
					<u>Nov 30, 2002</u>	<u>Jun 11, 2003</u>		
						<u>Jun 23, 2003</u>		
						<u>Jun 24, 2003</u>		
						<u>Jul 23, 2003</u> *		
						<u>Jul 25, 2003</u>		
						<u>Aug 04, 2003</u>		
						<u>Oct 08, 2003</u>		
						<u>Oct 20, 2003</u>		
						<u>Nov 25, 2003</u>		
						<u>Dec 13, 2003</u>		
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## Outsourcing

Shaw Pittman is the preeminent provider of professional services to outsourcing customers. We have worked extensively in outsourcing since the mid-80s, and our practice is global in reach. Our services encompass information technology outsourcing and increasingly, as our clients' interests expand, business process outsourcing. Shaw Pittman is part of an elite group of firms in the world assisting clients in the emerging field of energy outsourcing and related energy management transactions.

Because of its unsurpassed expertise in issues relating to outsourcing, Shaw Pittman provides unmatched representation:

- the experience and business orientation to provide full client support
- greater staffing capability than any other law firm, including more than 90 professionals located in the United States and London
- transaction process support from strategic planning to project structuring through RFP preparation, vendor selection, contract drafting and negotiation, operational transition and ongoing alignment of the customer / supplier relationship.
- knowledge of vendors, including niche players, and many vertical market segments
- a practical business perspective to help clients identify risks, opportunities and appropriate business solutions.

After transactions close, our clients become our best references, telling others that our involvement made the process more disciplined and efficient, leveled the playing field with vendors, helped clients spot risks and issues, and saved them significant sums of money.

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## **Outsourcing - Business Process Outsourcing**

Business process outsourcing (BPO) refers to outsourcing transactions that are 'technology enabled,' but do not necessarily involve outsourcing the IT function. Typical BPO transactions include functions such as claims processing, accounting, human resource administration, call center activities, check processing and supply-chain or logistics support. Building on our substantial expertise in IT outsourcing, Shaw Pittman has advised clients on a number of recent BPO transactions. Our professionals bring the same level of skill and expertise to BPO transactions as they have in the IT arena. This includes an integrated approach to addressing business, technical and legal issues.

Shaw Pittman is knowledgeable about emerging BPO vendors, their product offerings, and methods used to price transactions. We understand that scope of work descriptions and service-level arrangements must focus on the ultimate service being provided and not necessarily on the intermediate IT-related steps involved in the business process. BPO is a less mature product offering than IT outsourcing; thus, there is a need to ensure that outside advisors retained by customers have actual hands-on experience, understand market conditions and can bring this experience to bear. Shaw Pittman is one of the few firms in the world that can meet these requirements.

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*Shaw Pittman "is a pioneer in the IT outsourcing field...the firm is highly rated by sources for its transactional technology experience. It is also admired for its decision to build a front-end consulting practice."*

Comments from Chambers USA  
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>> **Articles** [\(view all\)](#)**Optimizing the Tax Function Through Strategic Sourcing** 05/17/2004

Shaw Pittman outsourcing attorney Michael Murphy and tax attorney James Ramsey collaborate on this article that explores the outsourcing model for enterprise wide tax functions. Appearing in the Spring 2004 issue of the Journal of Corporate Tax Automation, the article discusses the benefits of tax outsourcing, and sets forth an analytical framework for conducting the sourcing process.

**Revenue Recognition and IT Supply Contracts** 03/01/2004

UK outsourcing attorneys Tim Wright and Anthony Nagle address the impact of the recent changes to the IT services revenue recognition rules in the UK, and discuss how those changes will impact future and existing outsourcing contracts.

**Contracting Safeguards** 02/04/2004

Appearing in MIS magazine, UK outsourcing attorney Alistair Maughan discusses the fundamentals of the contracting process that apply to IT outsourcing, Offshore outsourcing and BPO.

**2004 Innovators & Influencers: Bearing Down On The Future** 12/22/2003

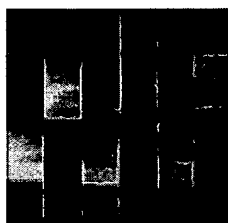
InformationWeek has selected Shaw Pittman's Ed Hansen as one of 2004's Innovators & Influencers who will drive change in business technology.

**California Class Action May Herald a Wave of Law Suits Against Firms with Significant IT Organizations** 12/01/2003

A Shaw Pittman Alert that discusses the implications of the recent class action law suit in California dealing with the issue of overtime pay for IT workers, and the potential impact of the suit on IT service providers and companies with large IT departments.

>> **Press Releases** [\(view all\)](#)**Shaw Pittman Advises Vivendi Universal in Completion of Vivendi Universal-NBC Merger** 05/12/2004**Shaw Pittman Recognized Number 1 for Global Sourcing and Real Estate by Chambers USA Leading Lawyers** 04/20/2004**Qualifications**[Our Offerings](#) | [Presentations](#)

From initial strategy to contract negotiations and beyond, our integrated team of attorneys and consultants has advised clients on more than 450 outsourcing transactions worth a combined value of over \$350B US. These include many of the largest and most complex IT Outsourcing (ITO) and Business Process Outsourcing (BPO) arrangements ever completed.



Our Mosaic framework of methods and tools offers a flexible yet disciplined approach to provide our clients...

- A shortened, more effective sourcing process that accelerates the realization of the outsourcing's financial and transformational benefits;
- A sourcing-enabled operating model with a well-defined scope, flexible contract terms, meaningful service level measurements and effective governance;
- A sourcing process that creates a strong and vibrant relationship with the supplier that delivers value well into the future.

>> **Our Offerings** [\(view all\)](#)**Shaw Pittman's Operational Assessment of Active Sourcing Engagements**

For a myriad of reasons, a good number of strategic sourcing relationships fail to achieve the client's objectives, or become misaligned over time. Shaw Pittman's Operational Assessment offers a structured approach to diagnosing the relationship's problems, and designing solutions that maximize the value of the supplier's services. Often the Operational Assessment produces a more accurate, better defined scope, improved governance, lower overall costs, and a more flexible contract.

**Shaw Pittman Global Sourcing Overview**

A description of Shaw Pittman's Global Sourcing practice, its approach and its experience.

**End of Term Reviews of Active Sourcing****People & Events**[Ask Shaw Pittman](#) | [Events](#) | [Our People](#)>> **Ask Shaw Pittman** [\(view all\)](#)

**Q:** My company is a UK company supplying IT goods and services to its customers. Are there any rules in the UK that govern how revenue can be booked in relation to the supply of such goods and services? Is the position the same in the US?

Answered By: Anthony Nagle

**Submit a Question**>> **Events** [\(view all\)](#)**International Association of IT Asset Managers 2004 Annual Conference and Exhibition** 10/27/2004 - 10/29/2004

Shaw Pittman Global Sourcing attorney, Josh Konvisser will be participating in the International Association of IT Asset Managers 2004 Annual Conference and Exhibition held on October 27-29 in Las Vegas, Nevada.

**BrainStorm Nearshore and Offshore Conference** 11/03/2004 - 11/04/2004

Shaw Pittman Global Sourcing partner, Ed Hansen, will speak on the topic, "Managing the Interrelationship of Legal, Business and Technical Issues in an Outsourcing Transaction" and associate, Craig Garnett, will speak on "Service Level Agreements" at the Shaw Pittman co-sponsored Brainstorm's Nearshore and Offshore Conference held on November 4 in New York.

**The Outsourcing Revolution 2004: Protecting Critical Business Functions** 11/08/2004 - 10/09/2004

Shaw Pittman Global Sourcing attorney, Akiba Stern, will be a participant at PLI's "The Outsourcing Revolution," on November 8-9 in New York.

>> **Our People** [\(view all\)](#)

The professional staff that makes up the Shaw Pittman Global Sourcing group are among the most experienced and knowledgeable individuals in the sourcing industry. From

the legal standpoint, the partners and counsel are, we believe, the largest group of senior attorneys in the world with substantial sourcing experience. The associates are a group of talented lawyers with skill sets beyond those normally associated with attorneys. The consultants are fully integrated into the practice and provide a broad range of business, technical, financial and change management skills.

Click [here](#) to learn more about our people.

Shaw Pittman Recognized Number 1 for Global Sourcing and Real Estate by Chambers USA Leading Lawyers 04/20/2004

Shaw Pittman Closes £4bn Inland Revenue ASPIRE Transaction 12/11/2003

Five Shaw Pittman Attorneys Named as Top Lawyers in America by Chambers USA: America's Leading Business Lawyers 05/21/2003

Chambers USA describes the Shaw Pittman Global Sourcing group as "top-notch" and cites Shaw Pittman Partner Akiba Stern as "the one to go to" for key IT and corporate transactions.

#### Arrangements

Shaw Pittman has developed a focused and highly effective methodology for an independent, structured evaluation of an active sourcing arrangement as it approaches expiration or options for extension.

**>> Presentations** [\(view all\)](#)

Outsourcing to Improve the Tax Function 05/19/2004, 05/01/2004

Outsourcing: Issues and Implications for the In-house Lawyer 05/20/2004

Jose Cunningham's HRO World 2003 Presentation: Achieving Sourcing Success - Start to Finish 07/30/2003, 10/01/2003

Outsourcing in the Financial Services Sector: Structuring Transactions in the New Economy 09/20/2000

The Legal Perspective: Implementing a Successful Outsourcing Relationship 09/01/1998

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